

## Message Text

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ORIGIN ARA-20

INFO OCT-01 ISO-00 EB-11 COME-00 AGR-20 CIAE-00 INR-10

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DRAFTED BY ARA/ECP:EMCOHEN:JD  
APPROVED BY ARA/ECP:WEKNEPPER  
ARA/CAR:KLWAUCHOPE  
EB/CBA/OCA:JSIMMONS  
COMMERCE:OIM/BIC:WSLYNCH  
COMMERCE:OIM/BIC:WHADAR

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R 131511Z FEB 74  
FM SECSTATE WASHDC  
TO AMCONSUL PARAMARIBO

UNCLAS STATE 029178

E.O. 11652: N/A  
TAGS: AFSP, BEXP, NS  
SUBJECT: FY 1974 COMMERCIAL ACTION PROGRAM (CAP) - SURINAM

REF: (A) PARAMARIBO 470; (B) PARAMARIBO 468;  
(C) PARAMARIBO 44

1. FOR THE PROPOSED SURINAM CAP OUTLINED IN REFTEL A, AN ACTION STAFF HAS BEEN ESTABLISHED AS FOLLOWS (TO BACKSTOP THE CONGEN'S SMALL STAFF WHICH, WE ARE PLEASED TO NOTE, IS SOON TO BE AUGMENTED BY ASSIGNMENT OF AN FSO TO FILL THE ECON/COMMERCIAL OFFICER VACANCY WHICH CONGEN IN REFTEL B CITED AS HINDRANCE TO IMPLEMENTATION OF CAP):

FROM STATE - ARA/CAR, CHIEF OF SURINAM AFFAIRS, KEITH L. WAUCHOPE; ARA/ECP, DEPUTY REGIONAL COMMERCIAL COORDINATOR, EDWARD M. COHEN: EB/CBA/OCA, LIAISON OFFICER FOR ARA, JOHN SIMMONS.

FROM COMMERCE - OIM/BIC, DEPUTY ASSISTANT SECRETARY, WILLIAM S. LYNCH: SURINAM COUNTRY SPECIALIST, WALTER UNCLASSIFIED

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HAIDAR.

2. ACTION STAFF HAS CAREFULLY REVIEWED PROPOSED SURINAM  
CAP AND SUBMITS FOLLOWING COMMENTS:

(A) THE CAP IS COMMENDABLY REALISTIC, RESOURCEFUL AND

FINE-FOCUSSED. WE NOTE THAT SEVERAL OF THE PROPOSED  
ACTIONS CALL FOR THE CONGEN TO STEP UP ITS CONTACTS WITH  
POTENTIAL CUSTOMERS FOR THE U.S. PRODUCTS WHICH ARE TO  
RECEIVE PRIORITY ATTENTION UNDER THE CAP. IN OUR VIEW,  
SUCH ACTIONS SHOULD BE DIRECTED TOWARD DETECTING  
AND REPORTING SPECIFIC TRADE OPPORTUNITIES, AND, SECOND-  
ARILY BUT ALSO IMPORTANTLY, TOWARD THE PREPARATION AND  
SUBMITTAL OF DESK STUDIES ON THE LOCAL MARKET FOR THE  
RESPECTIVE U.S. PRODUCT. ACCORDINGLY, WE PROPOSE ADDI-  
TIONAL ACTIONS ALONG THESE LINES FOR EACH OF THE FIRST  
THREE OBJECTIVES, AS DETAILED BELOW. THESE PROPOSALS  
ARE PREDICATED ON THE ASSUMPTION THAT THE CONGEN'S NEW  
ECON/COMMERCIAL OFFICER WILL BE AT THE POST BY MID-MARCH.

(B) RE OBJECTIVE ONE, WE PROPOSE ADDING AN ACTION THREE:  
"BY APRIL 30, SUBMIT A DESK STUDY ON THE SURINAM MARKET  
FOR EARTH-MOVING EQUIPMENT OR FOR ANOTHER LINE OF HEAVY-  
EQUIPMENT PRODUCTS"; AND ACTION FOUR: "EFFECTIVE IMME-  
DIATELY, BEGIN SUBMITTING AS MANY AS POSSIBLE TRADE  
OPPORTUNITY (TO) REPORTS ON HEAVY-EQUIPMENT PRODUCTS,  
WITH A VIEW TO SUBMITTING AT LEAST THREE BY JUNE 30."

(C) RE OBJECTIVE TWO, WE HOPE THAT ACTION ONE CAN BE  
CARRIED OUT MAINLY THROUGH PERSONAL CONTACTS WITH THE  
POTENTIAL CUSTOMERS, AND WE ASSUME THAT SUCH CUSTOMERS  
WILL BE MILLERS AND  
MILLER-FARMERS, RATHER THAN FARMERS PER SE. WE NOTE IN  
THIS CONNECTION THAT STATE HAS RECENTLY INCREASED THE  
CONGEN'S ALLOTMENT FOR COMMERCIAL TRAVEL (SEE DS-150-A,  
CHANGE NUMBER 1, DATED DECEMBER 28), AND WE ASSUME THAT  
THESE ADDITIONAL FUNDS COULD BE UTILIZED FOR FIELD TRIPS  
WHICH WOULD SERVE, INTER ALIA, TO IMPLEMENT ACTION ONE.  
WE PROPOSE ADDING AN ACTION FOUR: "EFFECTIVE IMMEDIATELY,  
BEGIN SUBMITTING AS MANY AS POSSIBLE (TO) REPORTS ON  
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AGRICULTURAL EQUIPMENT LINES, WITH A VIEW TO SUBMITTING  
AT LEAST THREE BY JUNE 30."

(D) RE OBJECTIVE THREE, WE ASSUME THAT THIS BROAD PRODUCT  
CATEGORY HAS BEEN SELECTED AS A TARGET OF OPPORTUNITY BE-  
CAUSE THE GOS IS CONSIDERING EXPANDING INTO THE WESTERN  
REGION THE PRESENT SMALL RAILWAY SYSTEM. IF SO, WE PRO-  
POSE ADDING ACTION FOUR: WHENEVER SIGNIFICANT NEW

INFORMATION COMES TO LIGHT, VIA ACTIONS TWO AND THREE OR THROUGH OTHER MEANS, REPORT THE DETAILS AS IMMEDIATELY AND AS FULLY AS POSSIBLE, AS 'EARLY WARNINGS' FOR POSSIBLE USE BY COMMERCE'S MAJOR EXPORT PROJECTS DIVISION"; AND WE PROPOSE ADDING ALSO AN ACTION FIVE: "EFFECTIVE

IMMEDIATELY, BEGIN SUBMITTING AS MANY AS POSSIBLE T.O. REPORTS ON PRODUCTS WITHIN THIS CATEGORY, WITH A VIEW TO SUBMITTING AT LEAST THREE BY JUNE 30."

(E) RE OBJECTIVE FOUR, THE ACTION STAFF LOOKS FORWARD TO RECEIVING THE POST'S RECOMMENDATIONS FOR REDUCTIONS IN CERP REPORTING, AND WILL SUPPORT THE RECOMMENDATIONS AS FULLY AS POSSIBLE.

(F) IN RESPONSE TO YOUR REFTEL C, ACTION STAFF HAS BEEN DISCUSSING WITH APPROPRIATE OFFICIALS HERE THE GOS INTEREST IN ACQUIRING SURPLUS BAILEY BRIDGES AND MEDICAL SUPPLIES. ALL INDICATIONS ARE THAT SUCH ITEMS ARE NOT (REPEAT NOT) AVAILABLE AS SURPLUS USG STOCKS. WE WILL CONTINUE OUR INQUIRIES INTO POSSIBLE USG SOURCES, BUT MEANWHILE WE STRONGLY SUGGEST THAT EMBASSY REPORT THESE OPPORTUNITIES TO COMMERCE VIA STANDARD T.O. REPORTS SLUGGED "SPECIAL TRADE OPPORTUNITY"; UPON RECEIPT OF REASONABLY DETAILED INFORMATION IN FORM OF SUCH REPORTS, COMMERCE MAY BE ABLE PROMPTLY TO STIMULATE EXPORT INTEREST ON PART OF SUPPLIERS OF SUCH ITEMS. (FYI: WE ARE INFORMED THAT DOMESTIC PRICE OF A BAILEY BRIDGE IS PROBABLY LITTLE MORE THAN \$40,000.)

3. PLEASE RESPOND TO THE ABOVE SUBSTANTIVE PROPOSALS AS SOON AS POSSIBLE AFTER THE ARRIVAL OF THE NEW E/C OFFICER (WE ASSUME THE CONGEN WILL WISH TO DISCUSS THE PROPOSALS UNCLASSIFIED

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WITH HIM, AND SEEK TO WORK OUT AN APPROPRIATE WORK SCHEDULE FOR HIM AND THE OTHER PERSONNEL DIRECTLY INVOLVED IN THE CAP, BEFORE RESPONDING). THE ACTION STAFF ALSO LOOKS FORWARD TO RECEIVING THE MONTHLY REPORTS OF THE TASK FORCE ESTABLISHED BY THE EMBASSY (REFTEL B), AND WE ENCOURAGE THE EMBASSY TO COMMUNICATE WITH EACH OR ANY OF US WHENEVER THE EMBASSY FEELS A NEED FOR SPECIAL SUPPORT IN WASHINGTON ON A MATTER OF IMPORTANCE FOR THE SUCCESS OF ITS COMMERCIAL ENDEAVORS. KISSINGER

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